

WINNIE WONG
4/E Crystal Towers
8 Sunning Road
Causeway Bay

Tel: 28487354
Mobile: 91456783

SUMMARY

- ▣ Sales and Marketing professional with 8 years' experience.
- ▣ Experienced in design and delivery of in-house sales techniques training
- ▣ Experienced public speaker
- ▣ Organized, methodical and charismatic.

EXPERIENCE

Training

- ▣ Carried out training needs analysis, designed and delivered in house training for sales and marketing graduate trainees within a large telecom company, resulting in 20% increase in sales performance of new sales and marketing graduates within their first year.
- ▣ Designed all training materials, manual, and visual aids.
- ▣ Supervised the training of and orientation of newly hired tour guides whilst working with China Tours Inc.
- ▣ Prepared and delivered lectures to marketing undergraduates whilst working as a teaching assistant with the University of Hong Kong.
- ▣ Currently studying for Training Diploma with the HK IHRM.

Sales

- ▣ Handled portfolio of corporate accounts, meeting all sales targets and increased client base by 100 % over 5 years.
- ▣ Sold over 50 million units of stock, via Asia Shoppers TV over two years.

EDUCATION

Diploma: 'Training and Development' Institute of Human Resource Management
Oct 1998- present. (Will complete in June 2000)

Degree : Economics (major in marketing) University of Washington. USA
1992

PERSONAL DETAILS

Date of Birth: 15/08/70

Nationality: BNO Passport Holder